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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE:

IMMEDIATELY

METAL TREATERS REPORT DECLINING SALES OFF 5.1% FROM FEBRUARY 1989

February 1990 sales reached $46.1 million, below that of February 1989 when sales totaled $48.5 million.

For the first two months of 1990, billings amount to $93.6 million, a 4.4% decline from 1989 when billings for this period reached $97.9 million.

For the month two districts are above their January 1989 sales total.

A summary of percentage change by geographic regions follows:

	District	Feb 90 vs. Feb 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-19.9	-15.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 6.4	- 6.1
3	South Central (W.PA-OH-IN-KY)	- 0.4	1.0
4	Michigan	-17.6	-16.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-10.4	- 9.6
6	North Central (IL-WI-MN-MO-IA)	- 2.2	- 0.7
7	Pacific Coast (CA-AZ-ORE-WASH)	8.3	9.9
8	Southwest (TX-OK-AR-CO-LA-UT)	15.2	11.8
9	Canada	-17.2	-20.8

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1990

BILLINGS FOR MONTH

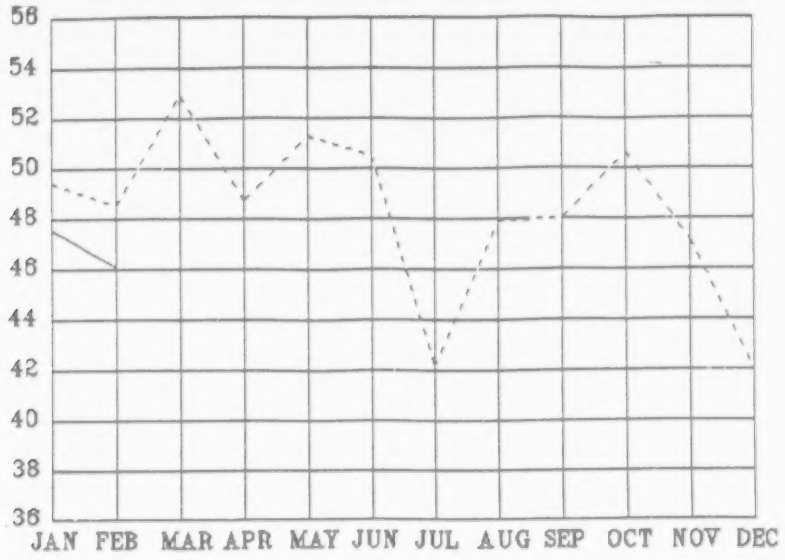
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	48525.0	46073.7	- 5.1	100.0	100.0
Dist. 1	16	3069.8	2459.5	-19.9	6.3	5.3
Dist. 2	27	4742.8	4439.0	- 6.4	9.8	9.6
Dist. 3	41	8862.1	8826.9	- 0.4	18.3	19.2
Dist. 4	24	6422.9	5294.5	-17.6	13.2	11.5
Dist. 5	18	2899.9	2598.4	-10.4	6.0	5.6
Dist. 6	33	9107.7	8908.0	- 2.2	18.8	19.3
Dist. 7	27	6104.0	6608.5	8.3	12.6	14.3
Dist. 8	18	2725.5	3140.0	15.2	5.6	6.8
Dist. 9	16	4590.4	3798.9	-17.2	9.5	8.2
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	97947.8	93633.2	-4.4	100.0	100.0
Dist. 1	6273.0	5327.4	-15.1	6.4	5.7
Dist. 2	9599.9	9010.6	-6.1	9.8	9.6
Dist. 3	17663.0	17842.6	1.0	18.0	19.1
Dist. 4	13269.6	11084.3	-16.5	13.5	11.8
Dist. 5	5733.0	5184.0	- 9.6	5.9	5.5
Dist. 6	17953.1	17832.2	- 0.7	18.3	19.0
Dist. 7	12242.9	13458.4	9.9	12.5	14.4
Dist. 8	5667.0	6337.2	11.8	5.8	6.8
Dist. 9	9546.1	7556.4	-20.8	9.7	8.1

MILLIONS

NATIONAL BILLINGS



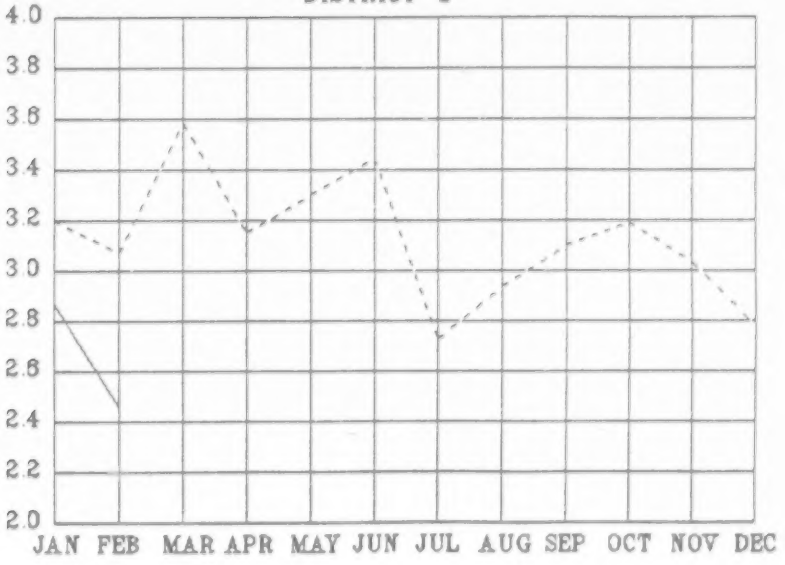
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-5.1										
% Change	Cumulative	-3.8	-4.4										

MILLIONS

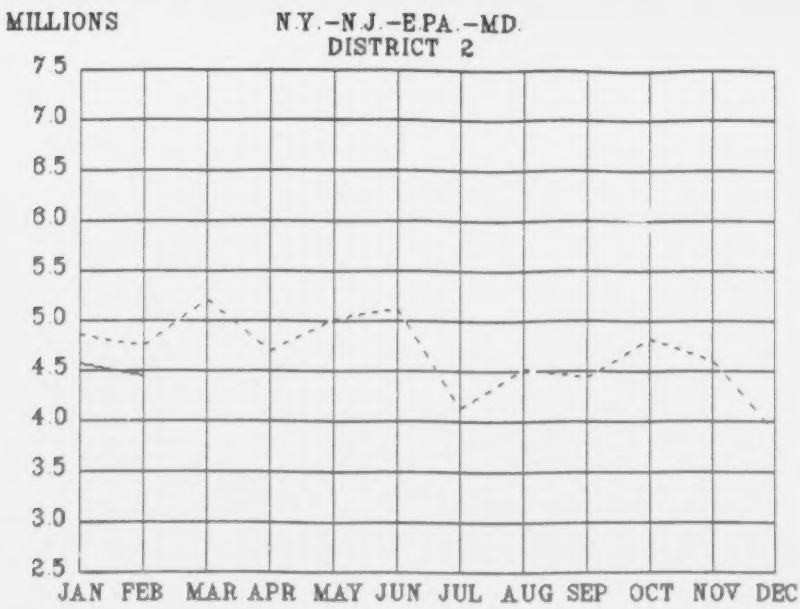
MASS.-R.I.-CONN.
DISTRICT 1



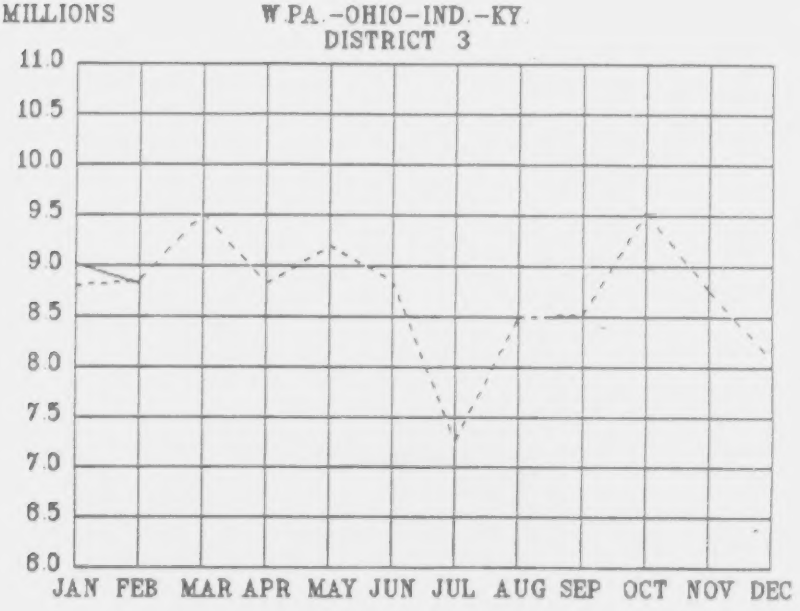
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-19.9										
% Change	Cumulative	-10.5	-15.1										



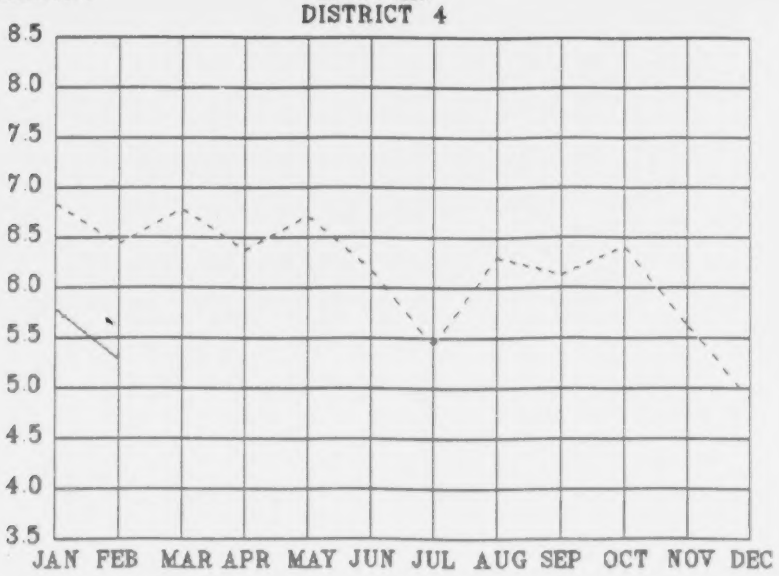
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4										
% Change	Cumulative	-5.9	-6.1										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4	-0.4										
% Change	Cumulative	2.4	1.0										

MILLIONS

MICHIGAN
DISTRICT 4



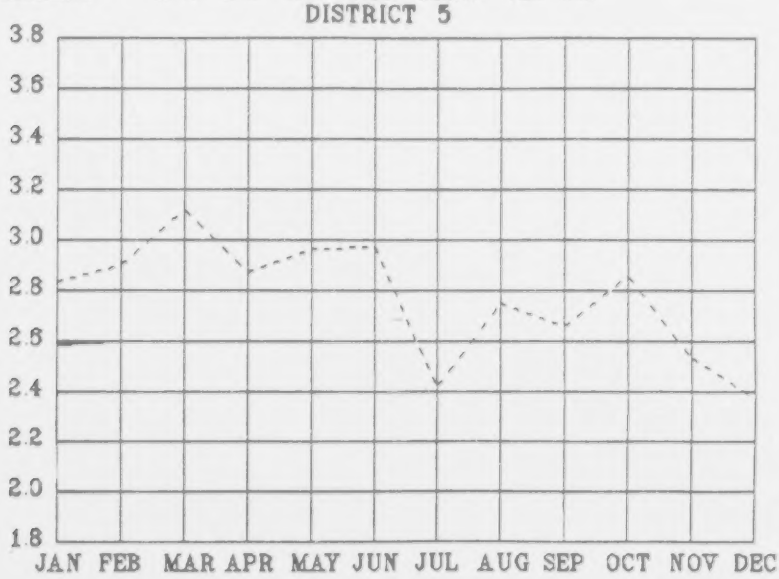
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-15.4	-17.6										
% Change	Cumulative	-15.4	-17.6										

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



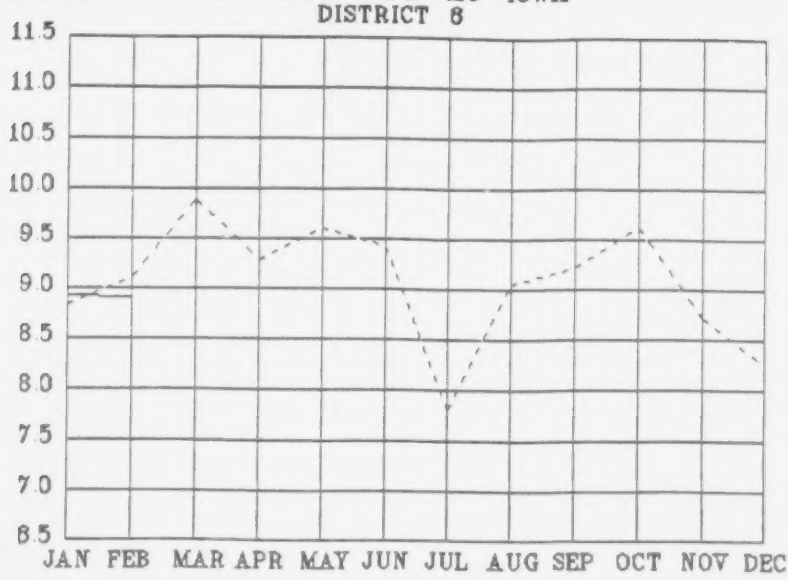
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.7	-10.4										
% Change	Cumulative	-8.7	- 9.6										

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



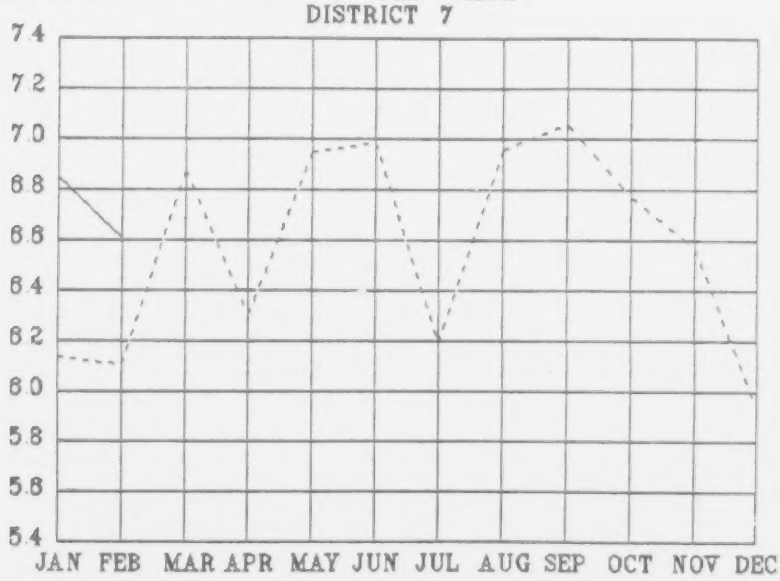
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2										
% Change	Cumulative	0.9	-0.7										

MILLIONS

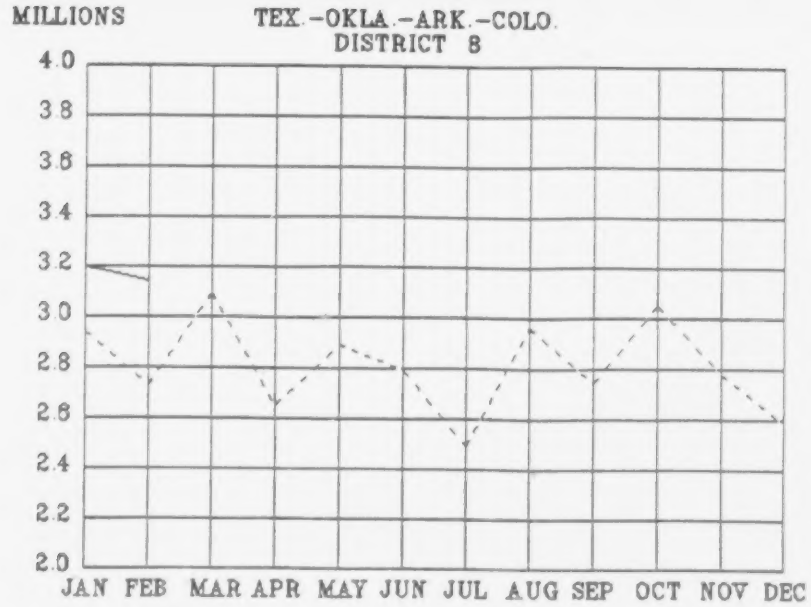
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



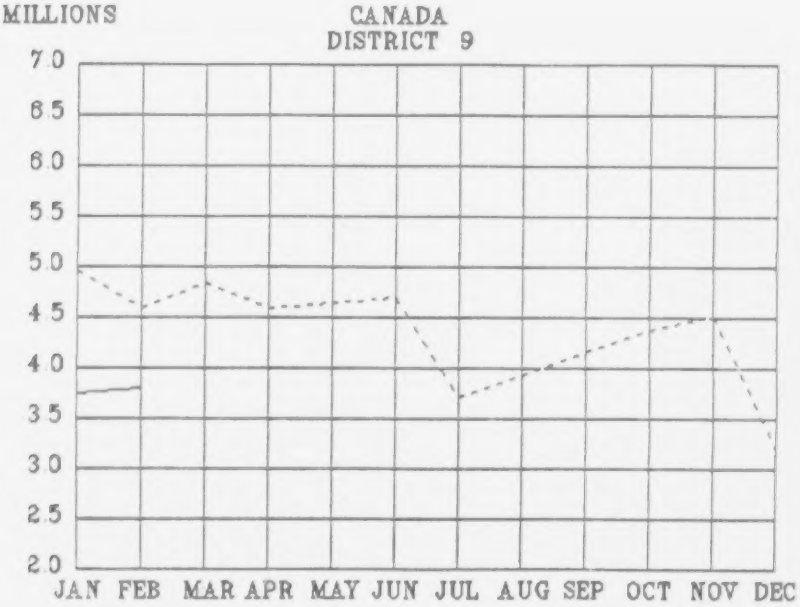
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6	8.3										
% Change	Cumulative	11.6	9.9										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2										
% Change	Cumulative	8.7	11.8										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.2	-17.2										
% Change	Cumulative	-24.2	-20.8										